

to "What Shall I Give?"

Brandeis Stores

A "White Christmas" in the Handkerchief Store

Men's Pure Irish Linen Handkerchiefs, with hand drawn hem and embroidered block and hand embroidered colored Longfellow initials, choice..... **25c**

Women's Handkerchiefs, pure Irish linen, one corner embroidered, fine Shamrock lawn with plain and corded border, 4 and 6 assorted patterns, in picture box, Saturday choice..... **98c**

Women's Pure Linen Handkerchiefs, with embroidered wreath initial, 6 assorted patterns, in picture box, Saturday choice..... **69c**

Real Hand Armorial Lace, also Colored and White Hand Made Embroidered Handkerchiefs, each, at..... **50c**

Anybody who wants a good choice need only look at a single group between 25c and \$1 to get some idea of the variety. Between these prices we have:

Handkerchiefs, with one-corner embroidery. With cut hems. Reversed effects. Half-inch, revers-stitched hems. Reversed with blocking. Madeira scallops and sprays. Sheer and colored, with white hems. One-corner embroideries, often with clusters of butterflies.

Boxed if desired.

Men's French Linen Handkerchiefs, some hand-embroidered and taped and corded borders; others with hand-embroidered dots and figures. Worth to \$1.50, at..... **\$1.00** each.

Men's Finest Imported Irish Linen Handkerchiefs, hand-embroidered in white or colored long and small block letters. All Shiraz hemstitch. 3 in fancy box, \$1.60 box..... **\$1.50**

Children's Handkerchiefs, 3 in fancy picture box or folder. Colored figures, plain white, some initials. **10c, 15c** and..... **25c**

Children's Silk Handkerchiefs, 3 in fancy box. Bo-Peep, Kewpie and Colored Borders. Special Saturday..... **25c**

Women's Fine Linen Embroidered Handkerchiefs, hemstitched and scalloped edge patterns, very special, in holy box, worth 60c everywhere, \$1.50 at, box..... **\$1.50**

Women's One-Corner Embroidered Handkerchiefs, six pretty assorted patterns in fancy picture box, worth 60c everywhere, \$1.50 at, box..... **39c**

Men's All-Silk Initial Handkerchiefs, fancy colored borders. Worth 35c, at..... **25c**

Men's Silk Crepe Handkerchiefs, plain and fancy borders, and all over designs..... **50c**

Toilet Articles Perfumes, Etc.

Java Rice Powder, 50c size, in all shades..... **24c**

Melba Face Powder, 50c size box..... **28c**

Woodbury's Facial Cream, 25c size, tube..... **12c**

Djer-Kiss Vegetal Toilet Water, bottle..... **89c**

Loeust Blossom Perfume, ounce..... **25c**

Trailing Arbutus Perfume, ounce..... **49c**

White Ivory Hair Brush, regular \$2.00 values..... **\$1.19**

A big assortment of Cameras and supplies. We develop your films free.

Manicure Sets, with scissors, white ivory file and cuticle, complete..... **79c**

White Ivory Manicure Buffer, changeable chamalou. Worth \$1.25, at..... **79c**

A big assortment of Perfumes and Manicure Goods, suitable for gifts—at cut prices.

Buster Brown Camera, takes pictures..... **\$1.79**

Kodak Albums, size 7x10 inches..... **19c**

A Box of Hose for Christmas

This is a stock to be proud of. Its wide variety, its fine, clean, new merchandise, its attractive Christmas boxes, the many gift suggestions it makes for everybody and the marvelously low prices.

Women's Fancy Silk Hosiery, in very pretty embroidered designs and many plain shades to match shoes and gowns; put up in fancy boxes. These are all thread silk, pure dye; full fashioned, high spliced heels and toes, double soles. \$1.00 and \$1.25 values, special..... **69c**

Women's Thread Silk, Fiber Silk and Silk Lisle Hosiery, full fashioned and seamless; some with colored toes. All have spliced soles, heels and toes. 8 pair for \$1.00, pair..... **35c**

Women's Silk Lisle Hosiery, black, white and colors. Full fashioned, reinforced heels and toes, double soles. Special, pair..... **25c**

Children's Silk Lisle Hosiery, in sky, pink, tan, black and white. All sizes. Spliced heels and toes. Special..... **25c**

Mother, Sister or Sweetheart

Choose a suitable gift, and for ladies and their friends, we offer the following suggestions:

Sets, many pretty furs..... **\$15.00 to \$38.00**

Bath Robes of blanket or eider-down, at..... **\$2.95 to \$7.50**

Silk Kimonos, in crepe and satins, at..... **\$3.98 to \$15.00**

Silk Crepe de Chine Underwear at..... **\$1.98 to \$12.50**

Silk and Lace Camisoles at..... **\$1.00 to \$3.98**

Dainty Boudoir Caps at..... **50c to \$2.98**

Dainty Lace and Ribbon Trimmed Gowns at..... **\$1.00 to \$5.00**

Specials for the Girls

Practical Christmas Suggestions

A limited number of Girls' Dainty Party Dresses, for the young miss, for dancing and party wear. Dainty chiffon, crepe de chine, lace, etc., in all the pretty party colorings. Ages 6 to 14 years..... **Half Price**

A Big Lot of Wonderful Values in Girls' Coats at \$4.75

A special lot of Children's Coats, ages 6 to 14 years, in every good serviceable warm fabric, many different models. Special, Saturday, at..... **\$4.75**

Of Course You Can Give Her a Corset

And it is appreciated by every woman. If you are not sure of the size, buy the corset anyway, for our fitters will fit the corset any time it is brought in after the holidays.

A new Nemo—No. 525—same model as 322, which is worn by millions of women, and it exactly suits. No. 525 is made of a fine silk brocade, beautifully finished. New Corsets make acceptable and useful Christmas presents. Model 525..... **\$5**

Other Models from \$3.00 to \$10.00

Brassieres are more popular than ever for Christmas, and we have a beautiful assortment to select from, at 50c, \$1.00, \$1.50, \$2.00 and \$3.

Velvet Poinsettias

Large 12-petal, 3-leaf, long stem Velvet Poinsettias, special Saturday, each..... **9c**

Out Flower Dept.

Superb Xmas Novelties

Christmas Trees, Santa Clauses, Jap Christmas Novelties and hundreds of Beautiful Novelties to choose from.

CANDIES

Special Mallo Nut Cream Fudge, a rich chocolate and vanilla. Regular 40c grade; pound..... **25c**

Our Delicious Cream Dipped Brazil Nuts, regular 60c, special Saturday, per pound..... **39c**

Homemade Coconut Cream Kisses, vanilla, strawberry and chocolate. Special, pound..... **15c**

Fresh Black Walnut Taffy, pound..... **25c**

San Mano Assorted Chocolates, box..... **29c**

Pompeian Chocolate Bitter Sweets and Swiss Style Milk Chocolates, fruit and nut centers. Special Saturday, pound box..... **29c**

Our Homemade Fresh Maple Confections, every Saturday, at, pound..... **20c**

For the Holidays—And After

A Piano or Player Piano

The Crowning Achievement in Christmas Joy for the Home

The music of a piano in the home is like bright sunshine and stimulating atmosphere—and more—it penetrates every corner of the home with happy song. When you put a piano or player piano into your home you have done the greatest thing for life-long family happiness.

Buying a Haddorff Piano or Player Piano The Brandeis Way

Is the safest and most satisfactory way you could possibly buy an instrument. The entire resources of the Brandeis Stores, as well as the manufacturers, are behind you.

Clean, straightforward business methods make the Brandeis Piano Department successful and absolutely protect the buyer.

We will arrange terms of payment so you can have music in your home this winter. Come in and talk it over with us.

BRANDEIS PIANO DEPARTMENT Third Floor.

WANTS TO HANG ON TO TRADE

England Sees the Business that It Has Built Up with South America Slowly Slipping Away.

GIVES FACTS AND FIGURES

(Correspondence of the Associated Press)

LONDON, Dec. 6.—Great Britain has no intention of allowing the United States to oust it from first place in trade with South America, asserts the Daily Chronicle in a long and earnest discussion of the "South American Market."

After noting the relative positions of England, Germany and the United States in South America trade prior to the war, the article warns its readers that the United States has already accomplished a great deal in its effort to take advantage of the opening offered it.

"But let us look for a moment at the assets of the British trader in South America," continues the Chronicle. "One of his greatest is his reputation for strict integrity and scrupulously honorable dealing, which will stand him in good stead in the coming race for trade. It must be maintained at all costs. South American people have had experience of our methods of business and of those of the United States, and as a general rule they prefer our own. If they can do so they will deal with us."

"Another great point in our favor is the remarkable strong position of our leading banks. The name of the Anglo-South American bank, the British bank of South America, and the London and Brazilian bank are household words in banking and financial circles all over the world. Enlightened management and the growth of British trades have brought them prosperity. Then again there is the Banco Commercial Italiano. The contests between British and Italian interests in Brazil is of particular importance, owing to the predominance of the latter in the South American labor market.

United States Not Slow.

"Consideration of our banking position naturally leads one to speak of our shipping pre-eminence. Our pre-eminence in South American trade in the past has been due in no small degree to the great development of our merchant marine. The United States is not slow to appreciate the importance of the banking and shipping elements. Her banks are already opening branches in some of the big American centers, while her colossal activity in producing war munitions and the sale of her foodstuffs at high prices will enable her for the first time in her career to lend freely abroad and also to put money into the development of her mercantile marine.

"Another point in our favor is the large amount of British capital already sunk in the various South American countries. This reaches the stupendous total of \$1,700,000, while our annual trade in South America, prior to the war, touched \$60,000,000, or one-fourth of the total trade of those countries. Obviously British companies will, whenever possible, place their orders in Great Britain. But they are not in business for their health, and our traders must give them what they want or they will go elsewhere."

The article goes on with a discussion of the shortcomings of British trade. Selling in catalogs is impossible in these countries, it declares, and it adds that there is a lamentable lack of really skilled British travelers and agents. In this respect it urges British traders to take a leaf from Germany's handbook. "Germany" travelers and agents were skilled men, and they spared neither time nor trouble. Good linguists were they, with a mere smattering of Spanish and Portuguese. Nor did the heads of the firms in Germany leave everything to their agents. They were always making personal visits to study local commerce and credit conditions on the spot. Above all, they took care to give the importer what he wanted."

JUST FOR TODAY CALENDAR FOR 1916

By Helen M. Wilson, Sully & Kleinteich, New York.

A carefully arranged calendar for 1916. The author has selected an inspiring verse for every week of the year.

THE DICKENS CALENDAR FOR 1916

Sully & Kleinteich, New York.

A beautiful calendar neatly arranged with a Dickens quotation for every week of the year. Something that will delight all lovers of Dickens. A complete calendar for 1916.

HISTORIC CHURCHES IN MEXICO

By John Wesley Butler. The Abingdon Press. \$1.00 net, illustrated.

The author writes not of the churches of Mexico, nor even of the large churches, but, as the title indicates, of the historic churches; that is, to say, the churches which have gathered about themselves a certain history, and, particularly, a certain amount of legend and folklore.

SHORT TALKS ON RETAIL SELLING

By E. Roland Heall, Funk & Wagnalls Co. 75 cents net.

A volume of chatty inspirational talks on retail selling, calculated to arouse in salesfolks a keen interest in the art of properly handling the customer, and to keep them constantly on the alert to sense and seize every selling opportunity.

WOMEN AT THE HAGUE

By Jane Addams, Emily G. Baker and Alice M. Macmillan Company, New York, 15 cents.

An account of the International Congress of Women, convened at The Hague in April, 1915, and of the journey undertaken by two delegations from that congress. Much may be found of value, during these days of much war correspondence, as a report of European conditions from the point of view of that peace sentiment which survives in the midst of every war, but which is not easily uncovered.

SPEAKING OF OPERATIONS

By Irvie B. Cobb, George H. Doran Company, New York, 50 cents net.

What the doctors did to Mr. Cobb and what Mr. Cobb thought of the doctors while they were doing it. Mr. Cobb says this little book is dedicated to two classes: Those who have already been operated on, and those who have not been operated on. The funniest book ever written about operations. Every line sparkles with that well-known wit so characteristic of the author.

SMOKE ABATEMENT AND ELECTRIFICATION OF RAILWAY TERMINALS IN CHICAGO

A report of the Chicago association of commerce committee of investigation on smoke abatement and electrification of railway terminals. The report is a review of literature relating to smoke and smoke abatement. It constitutes a world view of the development and of the present state of the art of smoke abatement and the electrification of railway terminals in Chicago.

LAND CREDIT: A PLEA FOR THE AMERICAN FARMER

By Hon. Dick T. Morgan, Representative from Oklahoma. Thomas Y. Crowell Co., \$1.50.

Mr. Morgan discusses a subject of national importance. Land credit legislation was conspicuous before the sixty-third congress. Many points of controversy arose. These will be emphasized in the next congress. Mr. Morgan discusses not of these controverted propositions. He presents a message which should receive earnest consideration from all students of the subject.

THE STORY OF THE CHRISTMAS SHIP

By Lillian Bell, Rand, McNally & Co. \$1.50 net.

Being the authentic account of the greatest philanthropy of the year—the story of how one woman originated the idea and, with the co-operation of 40,000 people, sent 7,000,000 gifts to the war orphans of Europe.

Trade Runs Into Millions

Turning specifically to the opportunities in Argentina, the Chronicle asserts that a great effort is necessary here if England is to maintain commercial pre-eminence. The last complete year's returns for this republic show that in 1913 the trade was divided as follows:

England, \$150,000,000; Germany, \$90,000,000; and the United States, \$20,000,000.

In Brazil, the second most important market, the Chronicle believes that the clearing of the financial atmosphere which has come about since the war opens opportunities for the first nation on the spot. Chile, the third country in commercial importance, is likely, the article adds, to show surprising developments during the next few years owing to the opening of the Panama canal.

YOUR BABY: A GUIDE FOR YOUNG MOTHERS

By Walter Camp, Sully & Kleinteich, New York.

This book contains everything the prospective mother wants to know for the health and care of her baby and herself. The best methods are clearly stated by a physician who is an authority on maternity. A clear, reliable guide, containing help for mothers not found in other books.

MY LADY'S HANDBOOK

By W. S. Birge, M. D., Sully and Kleinteich. 50 cents net.

A handbook of health, strength and beauty. The advice and formula given in this book are of a high character and will answer many of the individual questions as to the best things to do for "my lady's health, strength and beauty."

THE BABY'S FIRST TWO YEARS

By Richard M. Smith, M. D., Houghton-Mifflin Co. 75 cents net.

A book of advice on the care of a well baby. The book is divided into three parts. The first part is made up of definite rules for the care and feeding of infants up to 2 years of age; the second part consists of general suggestions which may be modified to suit the individual baby; the third part contains recipes and charts. This book is well worth the attention of mothers.

THE FOOT BALL CALENDAR FOR 1916

By Walter Camp, Sully & Kleinteich, New York.

A foot ball shaped calendar, neatly arranged, with quotations for the foot ball enthusiast—one for each week. Very attractive and just the thing for the "den" of foot ball fans.

THE POPE'S PEACE OFFERING CALENDAR FOR 1916

Compiled by Graham D. F. Reynolds, Sully & Kleinteich, New York.

A calendar neatly arranged with a quotation for every week from the famous prayers and writings of Pope Leo XIII, Pius X and Benedict XV bearing on peace. All special days observed by the Catholic church are noted with dates. Something of unusual interest and value to non-Catholics as well as Catholics.

PLANS CONSIDERED LET MARRIED MEN ENLIST

(Correspondence of The Associated Press.)

LONDON, Nov. 25.—A moratorium for rent is the remedy that Sir Alfred Mond proposes in order to release married men of the small salaried class for the army. Clerks and shop employees who would enlist if they could afford it are still numerous. Sir Alfred does not really solve the problem, his critics object, since the landlords might retaliate on others and increase the financial difficulties of the hour. Many suggestions are offered for the release of married men, and the more the suggestions the more complex the problem appears. It means either that the families become public charges, or that the women take up their husbands' jobs or do other work to help out their small army allowances.

THE DINNER CALENDAR FOR 1916

By Fannie Merrill, Farmer, Sully & Kleinteich, New York.

A handsome calendar with complete menu for dinner of every day during the year 1916, together with valuable recipes.

98c 98c 98c 98c 98c

8c Bargains

Department Saturday

Both mahogany or Circassian and wood handles, felt tops. These trays have 98c special.

of the classics, by Reynolds, etc., etc., in hand modeled, 2-inch Gray gold, size 14x16. 98c

of the World's Masterpieces; all oak frames, with a gold 98c

lity, good \$3.00 values, 98c

erics of the world's most famous 98c

gh back burnished and 98c

ood \$2.00 values, spe- 98c

Standard Frames, in fine gold and 98c

for the Christmas pic- 98c

98c Saturday 98c

98c 98c 98c 98c 98c